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**Cox Automotive Elevates Thad Sykes to VP of Manheim’s Dealer Sales Team
Kyle Ballinger named AVP, NextGear Capital Sales to fill Sykes’ position**

ATLANTA (Nov. 14, 2022) – In an effort to promote leadership talent across its brands, Cox Automotive announced today it has named Thad Sykes as vice president, Dealer Sales, where he will serve as a member of the Manheim and NextGear Capital sales leadership team. In this new role, Sykes will be responsible for leading Manheim’s Dealer Sales team, providing strategic leadership, strengthening client partnerships, and driving business growth.

“Throughout his years with Cox Automotive, Thad has distinguished himself as a proven leader committed to driving success for his clients, while developing a strong client-focused team,” said Peter Gruppiso, senior vice president of sales for Manheim and NextGear Capital.

With nearly three decades of management-level finance and sales experience, Sykes joined Cox Automotive in 2007 as a general manager for NextGear Capital. Most recently, he served as an associate vice president for NextGear Capital where he built strong client relationships and implemented business development strategies to enhance company and client profitability.

Additionally, Cox Automotive has selected Kyle Ballinger to fill Sykes’ position as associate vice president, NextGear Capital Sales. Ballinger joined Cox Automotive in 2005 as a field sales representative supporting Manheim Cincinnati and growing his career with Manheim to include roles of increasing responsibility, most recently leading the regional dealer sales team for the Midwest market.

“I’m excited for Kyle to bring his years of experience with Manheim to NextGear Capital,” said Gruppiso. “He is a champion for our clients, committed to helping them find the right mix of business solutions to grow their business.”

About Cox Automotive

Cox Automotive Inc. makes buying, selling, owning and using vehicles easier for everyone. The global company’s more than 27,000 team members and family of brands, including Autotrader®, Dealer.com®, Dealertrack®, Kelley Blue Book®, Manheim®, NextGear Capital®, VinSolutions®, vAuto® and Xtime®, are passionate about helping millions of car shoppers, 40,000 auto dealer clients across five continents and many others throughout the automotive industry thrive for generations to come. Cox Automotive is a subsidiary of Cox Enterprises Inc., a privately-owned, Atlanta-based company with annual revenues of nearly \$20 billion. www.coxautoinc.com

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